

RE: Kansas City Deaerator Sales Newsletter

To Whom It May Concern:

We would like to take this opportunity to let our reps know what business is like for us so far this year.

Year-to-date we have sold \$1,816,000 thanks to the very effective sales effort of our representatives. We would like to recognize some of our reps who were instrumental in getting these big projects for us.

Council Bluffs was our first order of the year. With the help of Mr. Rich Gorczynski, of C. G. Powertech, we were selected to provide the Deaerator . Casey Komatsu helped with Hitachi in Japan and our good friends at Bell Tech supported KCD at Sargent & Lundy. This particular job was nice for us to get after a bit of a dry spell last year.

KCD was selected by Wisconsin Public Service Corporation and Black & Veatch to provide the Deaerator for Weston 4 with an option for a 2nd unit to follow. We would like to thank Mr. Larry Smith, Kansas City Equipment, and Chuck Diestal, Bell Tech Utilities, for the sales effort.

We would also like to mention a project that came to us from SNC – Lavalin in Redmond, WA. Three of our reps were working hard on all fronts to get this one and they did a great job; Dan Parada, Marsupial Canada, Brad Thompson, Brad Thompson Company, and Ken Wiltshire, EnviroPower Equipment Marketing.

Monk Engineering was very helpful in securing another large project for us. Marvin Monk worked with Kellogg Brown and Root to get the SASOL Superflex Project.

We would like to share our news with you and hope that it encourages you to really get involved with us for a successful year.

Best regards,

Jo Kelleman
Kansas City Deaerator
VP Sales